

4845 Ronson Court • San Diego, CA 92111-1803

IN THIS ISSUE:

- 2** PRESIDENT'S PERSPECTIVE
- 3** CEO REPORT
- 4** NEW APPLICANT LIST
- 16** JUNE CALENDAR

The San Diego REALTOR®



THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

What's Happening at SDAR • May 2010

WHY "OUTSIDE OF ESCROW" GENERALLY MEANS "OUTSIDE THE LAW"

By Eric R. Ginder, Esq.

Short sales are a large part of the current market, and therefore a large part of most brokerages' business. In last month's article, attorney Michael Spilger addressed many of the challenges associated with the modern short sale. In this month's article, I want to focus in on one of those challenges that nearly every broker, salesperson, seller or buyer in a short sale has faced: payments outside of escrow, and therefore off the HUD-1 statement.

Today's lenders are seeking revenue from any and all sources. Senior lienholders are not eager to share the sale's proceeds with the junior lienholders; the juniors are not eager to take what the senior offers them and release liability, especially for recourse loans.

The Sold-Out Junior

The junior lienholder's reluctance to cooperate during a short sale often stems from the fact that many juniors hold "recourse" promissory notes, meaning that they can seek a deficiency judgment against the borrower/seller. Since their loans are secured by junior trust deeds recorded against real property, California law states that they must generally look first to the security (i.e., the real property) to satisfy the debt. This means that they must foreclose their lien against the property before they can seek the borrower's unpledged assets to satisfy a deficiency. Foreclosing, however, means that the junior takes the property subject to the senior lien.

If the senior lienholder forecloses, the foreclosure sale generally "wipes out" the junior liens. Before you shed too many tears for junior, realize that this means the "sold-out junior" can now sue the seller/borrower for standard breach of contract and seek a judgment against the seller/borrower's assets (e.g., personal property, wages, etc.). In a real estate market where 1) most properties are encumbered by at least two liens; 2) many of the liens secure recourse debt; and 3) most properties lack equity sufficient to satisfy even the first lien (i.e., are "upside-down"), being a sold-out junior has its advantages.

Thus, it comes as no surprise when a junior lienholder declines the few thousand dollars that most senior lienholders offer. Unfortunately, it is also no surprise when some juniors consent to the short sale only if the seller agrees to pay the junior an additional sum (or sign a new promissory note), outside of escrow and off the HUD-1 statement, so the senior doesn't know about it. Sometimes the buyer is

asked to make the payment. What the senior lienholder doesn't know won't hurt it, right? Wrong.

Remember, borrowers/sellers need the senior lienholders to consent to the short sale, and this consent must be obtained legally and with full disclosure. Sellers approach their senior lienholders with purchase offers in one hand and hardship letters in the other. When the senior lienholders make their decision and offer their terms, they do so with the understanding that the offer is the highest the buyer is willing to pay and that the seller is incapable of contributing anything else towards the outstanding loan balance; this understanding is based upon the representations that the borrower/seller makes to them.

If these representations are false, because the seller is capable of paying more money to the junior lienholder (or willing to sign a new promissory note with them), this fact must be disclosed to the senior lienholder in writing and the senior must consent to it, again in writing. Similarly, if the buyer is willing to pay more for the property, by paying an additional amount to the junior, this too should be disclosed to the senior lienholder, in writing, and their written consent to it must be obtained. Both facts may affect 1) the senior's decision to consent to the short sale, and 2) the terms the senior is willing to offer the borrower/seller.

Failure to disclose to the senior means that the senior's consent was not legally obtained; this could be construed as fraud against a federally insured lending institution. If you don't believe me, read the California Department of Real Estate's recent article wherein they described such payments as "a sure sign of fraud," and "likely illegal."¹

Finally, if a senior lienholder agrees to a short sale, premised upon the junior lienholders receiving a certain amount and the transaction closes with the senior believing those terms were honored, there can be serious consequences when the senior finds out that money was paid to the junior outside of escrow. Some senior lienholders are reinstating their security interests and taking the position that any release of personal deficiency liability was invalidated because of the fraud.

A related twist on this issue are those that do add the payment to the HUD-1 form and then leave it up to the senior lienholder to discover the payment and object. This practice is really no better than what I have described above. In order to obtain meaningful legal consent, the senior lienholder must be made aware of the payment and must consent to it, in writing.

Closing a short sale isn't worth losing your real estate license and certainly isn't worth a criminal conviction. If the junior lienholders won't play ball without undisclosed payments made to them without the senior's knowledge and written consent, let the deal go; it wasn't meant to happen.

¹Short Sales -- An Overview and Warning to Real Estate Licensees Re: Fraud, and Legal and Ethical Minefields by Wayne Bell and Mark Tutera

Eric R. Ginder is an experienced civil litigator and transactional attorney with more than nine years of trial experience specializing in the area of real estate broker defense, construction defect and insurance coverage litigation. He sits on the San Diego Association of REALTORS® Risk Management Committee as well the California Association of REALTORS® Legal Affairs Forum.

TURN TO
PAGE 6 FOR
A RECAP AND
PHOTOS FROM
THE SHORT
SALE SUMMIT.





PRESIDENT'S PERSPECTIVE

Specialist. There are also many "hot topic" courses on topics such as the new RPA. Visit the "Education" page at www.sdar.com for more information or call your Membership Services Representative.

I hope you had a chance to attend the 2010 Expo & Trade Show on April 23. The event was a huge success with over 1,200 real estate professionals participating. Whether you were there to take advantage of the free educational breakout sessions or to talk with the many exhibitors about their services, you walked away with valuable information.

If you missed the Short Sale Summit in March, please visit www.sdar.com and click on "Events" to find a link

to the video from the summit. There was a great deal of helpful information discussed at the event. For a recap, please turn to page 6.

Last month I recommended you save the date for our 2nd Annual Real Estate Summit taking place on August 20. In addition to NAR Chief Economist Lawrence Yun, we are pleased to announce that California Department of Real Estate Commissioner Jeff Davi will also be joining us. This event sold out last year so sign up early by visiting the "Events" page of our website.

Surprisingly the April sales statistics show a slight decrease in sales since last month and compared to this time last year. Sales decreased 3

percent since March and the median sales price increased only slightly. When comparing April 2010 to April 2009, sales decreased 4.2 percent, but the median sales price increased 14.5 percent. Properties continue to spend less time on the market as well. Properties which sold last month spent an average of 72 days on the market, down 5 percent since last year. See the center pages for a more detailed look at April's statistics.

May the rest of your month be promising and prosperous!

Sincerely,
Mark Marquez

The San Diego REALTOR®

THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

4845 Ronson Court • San Diego, CA 92111-1803

2010 Officers

Mark M. Marquez - President
Robert F. Kevane, CPA - President-Elect
Raylene Brundage, RMS - Vice President
Linda Lee, CPA, CRS, e-PRO, GRI, RMS - Treasurer
Erik Weichelt - Immediate Past President
Michael T. Mercurio, Esq. - Chief Executive Officer

2010 Directors

Dennis D. Baker, CRS
Glenn Bennett
Bruce Bourdon
Drew Burks, e-PRO, ABR
Karla Cohn
Barbara DuDeck, GRI, CRS, RMS, QSC
Dan Hill, CRS, GRI, SRES, e-PRO, RMS
Liz Hoffman, GRI, CRS, e-PRO
Caryl Iseman, GRI
Charles Jolly, GRI
Leslie Kilpatrick
Mary E. Mitchell, CRS, SRES, e-PRO
Vernice Ross, GRI, RMS
Donna Sanfilippo, GRI
Cory Shepard
Michael Spilger, Esq.
Ken Tablang, GRI, CRS
Dwight Tinker
Brian Westre, CRS, SRES, e-PRO

Honorary Directors

William Loeltz
Robert Lowry Smith

Production Staff

Molly Kirkland - Managing Editor
David Pedersen - Communications Assistant
Foley Publications - Design & Art Direction
Neil Dulay - Multimedia Content Producer

SDAR Staff

Executive
Michael T. Mercurio - Chief Executive Officer
Catherine Smiley Jones - Vice President

Accounting

David Kvendru - Controller

Communications

Molly Kirkland - Director of Communications

Government Affairs

Scott Molloy - Director of Government Affairs

Marketing

Michael Harris - Director of Marketing

Member Services & Education

Shirley Carroll - Director of Member Services & Education

Risk Management

Kate Speir - Director of Risk Management

Service Center

Janet Chenier - Retail Director

San Diego REALTOR® (ISSN 1096-8210; USPS 479-460) is the official publication of the San Diego Association of REALTORS®, which is affiliated with the National Association of REALTORS® and the California Association of REALTORS®.

San Diego REALTOR® is published monthly. Member subscription rate, included in dues, is \$6 annually. Periodicals postage paid in San Diego, CA. POSTMASTER: Send address changes to San Diego REALTOR®, 4845 Ronson Court, San Diego, CA 92111. Telephone: (858) 715-8000.

All copy for publication should be mailed to the Editor, San Diego REALTOR®, 4845 Ronson Court, San Diego, CA 92111, by the 20th of the month preceding the month of publication. All copy is subject to editorial approval.

San Diego REALTOR® and its publisher, the San Diego Association of REALTORS®, in accepting advertisement in this publication, make no independent investigation concerning the services or products advertised, and they neither endorse nor recommend the same nor do they assume any liability thereof.

The opinions expressed in the articles are not necessarily the opinions of the San Diego Association of REALTORS®, NAR or C.A.R., and therefore they make no warranties and assume no responsibility for accuracy or completeness of the information herein. Information should not be relied upon without the consultation of your accountant or attorney, with whom you may wish to discuss the applications of the opinions to facts in individual situations.

This is a copyrighted issue. Permission to reprint or quote any material from the issue may be granted upon written inquiry and provided the San Diego REALTOR® is given proper credit in all reprinted articles or commentaries. The term "REALTOR®" is a national registered trademark for members of the National Association of REALTORS®. The term denotes both business competence and a pledge to observe and abide by a strict code of ethics.

BEST-RATE Repair Company, Inc.

TERMITE & DRY ROT REPAIR

- Decks
- Balconies
- Shower Pans
- Health & Safety
- Doors & Door Jambs
- Foundation Repair
- Stairs
- Sub Areas
- Match Paint
- Clean-Out

Escrow Billing
Free Estimates
Fully Insured
All Section I & II repairs for clearance
All Work Guaranteed
License #700811

(619) 229-0116
www.Best-Rate-Repair.com

Do Your Clients Remember You?

Send them a Gift each Month!

Marketing Brochures for Real Estate Agents are fun, general interest brochures with a new topic each time. The outside panel is personalized by you. Your clients will look forward to them each month! And if they're looking to buy or sell a home, or know someone who is, **YOU are the agent to call.** (And your number is right on hand!)

Call or email and we'll send you samples.
Staying in touch turns contacts into clients!

VIVID Digital Design
Ask for Melinda
858-581-6067 • vivid12@aol.com

FROM THE DESK OF THE CEO

Last month was our annual Expo and I am pleased that we saw over 1,200 attendees. During the all-day event we offered various breakout sessions and launched several new benefits to you and your business.

One of the more popular benefits is the new REALTOR® Plus+ membership level which helps you with enhanced exposure on our new searchable REALTOR® database housed on SDAR's Buyers & Sellers web pages. REALTOR® Plus+ members receive more options in the online profile and receive additional discounts on educational classes and in REALTOR® stores. For more information call your member services representative.

We also launched several technol-

ogy products. iPhone users now have access to the FREE "My SDAR" application. This handy application quickly links you to some of your most-used web pages like Tempo, SDAR Education page, and updates on the latest news and events. Simply go to the App Store on your iPhone and search for "My SDAR." BlackBerry users, fear not. There is an application for you too. It is very similar to the iPhone and will be available very soon!

We recently added DataQuick to our affinity partners who offer their services to you at a discount. SDAR members receive a 35% discount on access the freshest foreclosure listings, marketing lead lists, property profiles, customizable sales comps and much more. SDAR

members now have access to Point2Agent.com, a FREE listing syndication service that syndicates your listings to over 35 partners on over 300 websites. Visit the "Membership" section at www.sdar.com and click on "Tools, Services, and Discounts."

I will check in with you in June and provide updates on the many benefits, products and services that come with being an SDAR member.

Best wishes,

Michael Mercurio



MICHAEL T. MERCURIO

BOARD OF DIRECTORS HIGHLIGHTS OF APRIL 2010 MINUTES

• **President's Report:** Mark Marquez's appointment of Leslie Kilpatrick to replace Jim Abbott on the Sandicor Rules and Regulations Committee was approved. Marquez also reported that he has been interviewed several times by media, with many questions about short sales.

• **Vice President's Report:** Raylene Brundage reported that she has attended many local caravans and assisted with the March 26 Short Sale Summit.

• **Treasurer's Report:** Linda Lee reported that as of March 31, SDAR has 10,230 members. Since last November, 897 new members have joined.

• **Sandicor Report:** Jim Abbott reported that Sandicor has followed NAR guidelines and will pursue legal options against brokers who continue to use "MLS" in their company names and URLs. He also noted that there are now separate categories in Tempo for "manufactured" and "modular" homes in the single-family detached category.

• **Chief Executive Officer's Report:** Mike Mercurio reported that the South County Service Center in Chula Vista continues to perform well. He announced that SDAR will host a Real Estate Summit on August 20.

WELLS
FARGO

HOME
MORTGAGE

Sound Solutions for Upscale Home Financing Private Mortgage Banking

Your Wells Fargo Private Mortgage Banker excels at providing sound solutions for upscale home financing. Our unparalleled service accommodates your sophisticated level of needs and preferences, and our vast array of products ensures the complete satisfaction you expect and deserve.



Dale R Smith

Branch Manager • Private Mortgage Banking
501 W. Broadway Suite 1300 • San Diego, CA 92101
Phone: 619-615-3604 • Fax: 866-359-8225 • Cell: 619-218-5757
dale.r.smith@wellsfargo.com • www.wfhm.com/dale-smith

Serving the San Diego community for over 19 years

Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. © 2009 Wells Fargo Bank, N.A.
All Rights Reserved. #66723 9/09-12/09



APRIL REALTOR® APPLICANTS

The following people have applied for membership in the San Diego Association of REALTORS®. Any objections to the admittance should be addressed in writing to the Membership Committee, San Diego Association of REALTORS®, P.O. BOX 85586, San Diego, CA, 92186-5586.

Designated REALTORS®

Andrew Arroyo - Andrew Arroyo Real Estate, Inc.
 Marc Barmazel - Marc Barmazel
 Joseph Berand - Joseph G. Barend
 Carolyn Boczanowski - Carolyn M. Martell
 Karyn Boulais - Boulais Realty
 Peggy Chung - First Asia Financial
 Neil Czujko - Sea Cliff Real Estate
 Jane Daniels - Jane Daniels Realty
 Pritpal Grewal - Paul Grewal, REALTOR®
 Masayo Kimoto - Masayo Kimoto
 Lowell Knapp - Knapp Consulting Group
 Dail Kyle - Dail Kyle
 Roberto Leyva - R&L R.E. & Financial Inf., Inc.
 John Martin - John N. Martin
 Justin Miller - Miller Kideys, Inc.
 Jennifer Myers - Villa Estates, Inc.
 Joe Persekian - First Rate, Inc.
 Nathan Phelps - Nathan Phelps
 Charles Sackett - Keller Williams Realty
 David Staub - Staub Real Estate

Pete Thistle - Peter Thistle
 Bradley Tuck - Bradley Land Group

REALTORS®

Robert Anastasia - Turning Leaf Properties
 Branden Anderson - Prudential California Realty
 Tiffany Anderson - Century 21 All Service, REALTOR®
 David Andrews - Hendricks & Partners
 Andrew Auker - Ascent Real Estate, Inc
 Lawrence Ballard - ERA Eagle Estates, Inc
 Dannys Ballesteros - CA Res. & Financial Solutions
 Tedd Barnes - RE/MAX Pacific
 Jonathan Beeman - Weichert, REALTORS® Elite
 Scott Booth - RE/MAX Coastal Properties
 Jessie Callejo - Realty Masters International
 Karina Cardenas Galleta - Prudential California Realty
 Robert Carey - SD, REALTORS®
 Gillian Cash-Lewin - Abacus Properties, Inc.
 Maria Castellanos - Prudential California Realty
 Daynara Castillo - Prudential California Realty
 Minying Chai - Abacus Properties, Inc.
 Baoxiang Chen - Century 21 1st Choice Realty
 Cannon Christian - Premier Mortgage & Real Estate
 Grace Yan Chue - Top Notch Realty, Inc.
 David Clark - Bell & Associates Realty Group
 Scott Clark - Realty World West
 Angel Cope - Elite REO Service
 Daniel Coppin - Redfin Corporation
 Erica Crittenden - Red Real Estate

Maritere Cullen - Esquire Realty
 Pietro D'Amato - Keller Williams SD Metro
 David Danz - One Stop Lending and Realty
 Sharon Davis - Coldwell Banker
 Jennifer De Hoog - Laturno Kuick Realty
 Michael Easter - Keller Williams Realty
 Daniel Fidrych - LT Real Estate Investment
 Elliot Franklin - Ascent Real Estate
 Gene Gamalinda - Ashlon Realty
 Phung Gamester - Manalo Realty, Inc.
 James Gaulke - Coldwell Banker Residential
 Richard Glenn - Windermere Exclusive Properties
 Jeffrey Gogna - Prudential California Realty
 Michael Guiffrida - Herman Harring Real Estate
 Hike Haroutunian - Keller Williams SD Metro
 Myeshia Harris - Jim Kelly Realty, Inc.
 Christina Hatch - Keller Williams Realty
 Laura Ann Hawkey - Coldwell Banker Res. Brokerage
 Yolanda Hernandez - Southwest, REALTORS®
 Anna Hershey - Prudential California Realty
 Gregg Hiddeson - Coldwell Banker Residential
 Sarah Holt - Coldwell Banker Residential
 Elena Hormozi - ZipRealty, Inc.
 Yuou Jiang - Abacus Properties, Inc.
 Catherine Jones - Keller Williams Carmel Valley
 Sara Jorissen - Cornerstone Real Estate Group
 Lisa Jou - Virtuosic Properties, Inc.
 Loren Kagan - Global Realty
 Ryan Kane - Owen Properties

Ethan Kaufman - Prudential California Realty
 Daoud Khadija - New Vision Mortgage & R.E., Inc.
 Gerald Kleinsmith - Pacific Pinnacle R.E. Services

John Kline - The Registry Real Estate Group
 Samuel Landau - Prudential California Realty
 Daniel Lavi - Prudential California Realty
 Highhorse Little - Sellstate Next Generation
 Rubing Liu - Prudential California Realty
 Dennis Llavor - Ashlon Realty
 James Long - Century 21 Award
 Elizabeth Lovenberg - Prudential California Realty
 Van Luong - Lam Real Estate & Mortgage
 Thomas Lux - Ktesius, Inc.
 Kyleen Maciel - Prudential California Realty
 Kathleen MacKenzie - Keller Williams Realty
 Curtis Manriquez - Helvetica San Diego, Inc.
 Melissa Manuel - Keller Williams Realty
 Nikolas Mazzola - Andrew Arroyo Real Estate, Inc.
 Daniel McEnaney - Danny Valasek
 Theresa McGregor - Sara Bakehorn
 Gloria McMurray - Keller Williams SD Metro
 Deborah McSwain - John Picot
 Maria-Elena Millan - Keller Williams Realty
 Robert Miller - Keller Williams Carmel Valley
 Andrew Moore - Coldwell Banker Residential
 Claudia Moore - ZipRealty, Inc.
 Julie Moore - Ascent Real Estate, Inc.
 Javier Mora - Slavens Realty
 Matthew Mueller - Andrew Arroyo Real Estate, Inc.
 Eric Neumann - Watt Communities LLC
 Jennifer Niezgoda - Keller Williams La Jolla UTC
 Daniel Northcutt - Premier Bancorp Realty Group
 Rustico Oconer - Katcam Real Estate
 Gerardo Ortiz - Ashlon Realty
 Terry Ouellette - Prudential California Realty
 Grant Page - Cohen & Lambert LLC
 Sergio Palomino - Prudential California Realty
 Artin Panossian - Margaret Atmore
 Julie Patterson - Providence Real Estate
 Sergio Pena - Atlantic & Pacific Real Estate
 Amanda Pentiuk - Coldwell Banker Commercial NRT
 Nam Pham - Cali-Land, Inc.
 Susan Pham - Cali-Land, Inc.
 Loran Pilling - Prudential California Realty
 Rebecca Pringle - Elite REO Service
 Rhona Quach - ERA Eagle Estates, Inc.
 Sergio Ramirez - Prudential California Realty
 MaryAnn Reyes - RC Realty of San Diego
 Abra Rider - Your Real Estate Place
 Matthew Roach - WS Real Estate & Investments
 Jennifer Roczy - Prudential California Realty
 Gretchen Rogers - Keller Williams La Jolla UTC
 Nancy Ruiz - Cornerstone Real Estate Group
 Stephen Sadatmand - Prudential California Realty
 Michael Sag - Keller Williams Realty
 Gus Sakis - Prudential California Realty
 Jeffrey Sanches - Income Property Group, Inc.
 Scott Schroeder - Realty Executives
 Josefina Segura - Prudential California Realty
 Aaron Siebuhr - Rancho Coastal Properties, Inc.
 Steven Sola - Ascent Real Estate, Inc.
 Nicholas Spirtos - Prudential California Realty
 Carre St. Andre - Mountain Farms Realty
 Lee Ann Stein - Integrity Real Estate Services
 Stephanie Stein - Chateau Real Estate
 Michael Stonier - Shore Capital Corporation
 Patricia Stuart - Century 21 Award
 Carole Tadrowski - Keller Williams La Jolla UTC
 Brenda Taylor - James Greenspan
 Ryan Tracy - Chris Beason Realty
 Jeremy Trusty - Keller Williams SD Metro
 Kathleen Turner - Prudential California Realty
 Rafael Valdez-Davis - Discover Real Estate
 Deborah Vance - CA-Res. & Financial Solutions
 Felma Vargas - TFM Financial Services, Inc.
 Joseph Villa - Villa Estates, Inc.
 Joseph West - Prudential California Realty
 Cesar Ybarra - Prudential California Realty
 Jeff Zerboni - SD Homes
 Simeon Ziff - Ascent Real Estate, Inc.
 Oanh Zink - F3 Realty Group

Secondary Members

Designated REALTORS®

Shannon Ellingwood - Expert Realty Investments
 Gerald Grimaldi - Watt Communities LLC
 Carl Phillips - WS Real Estate & Investments
 Edward Somerville - Global Realty Services
 Mindy Zink - Real Estate Sales

REALTORS®

Danilo Batoon - Quest Realty Group
 Constance Kraska - Sellstate Next Generation
 Anny Lin - Prudential California Realty
 Yolanda Salazar - Global Realty Services



50 YEARS
Guild
 MORTGAGE COMPANY

Tony Morales

Branch Manager

Sr. Loan Consultant

Mobile: 619 846-5519
 Office: 858 560-6300 Ext. 2390
 San Diego-Mission Valley Office
 tmorales@guildmortgage.net

CHANGE FOR THE BETTER IS A GOOD THING.

I have moved into a better position to offer my clients and business partners the very best service and programs available. Since 1960, Guild has led the way with innovative programs designed to help home buyers live the dream of home ownership.

Please call to congratulate me on my **NEW** Mission Valley location.

I look forward to supporting you with all your Real Estate financing needs including FHA, VA loans and CalPERS financing.

Equal Housing Lender Licensed by the Department of Corporations under the California Residential Mortgage Leander Act

For use by Real Estate Professionals only. Not intended for general public use or distribution.

NMLS #3274

• Knowledgeable & Professional Construction Consultation

• Specializing in Framing, Roofing, Drywall, Electrical, Plumbing & Window Replacement

Call Marti @
619.495.7574

SDAR Affiliate Member
 Licensed General Contractor
 #785084



WE DO HOME IMPROVEMENTS

SDAR 2010 REAL ESTATE EXPO DRAWS LARGE CROWD

Over 1,200 real estate professionals packed the halls of the Town and Country Resort on April 23 for the annual Real Estate Expo and Trade Show. The trade show featured over 80 exhibitors sharing their products and services. Educational breakout sessions and product training presentations were held throughout the day at no cost to attendees.

Approximately 500 people attended the Keynote Luncheon and heard from Josh Flagg, co-star of Bravo's Million Dollar Listing.

Thank you to all who attended the 2010 Expo and to all of the sponsors who made the event possible. Check back next month for more photos and a more detailed recap.



100% Split & No E&O

NCR *New Century Realty Group*
Real Estate, Mortgage, and Title Services

Earn 100% Commission with no Hidden Fees!

Now over 1000 REALTORS® Nationally strong!

Individual Agent Plan-

\$299/year - 100% Commissions - \$349 per sale - \$149 per lease - \$199 on referral fees - E&O Insurance included - NO other fees! - Commissions direct to you at closing/funding

Team Building Plan-

Use your own branding name, your direct contact information on signage, phone, fax and the ability to recruit to create your own real estate team underneath your brand - \$149 month and \$349 transaction fee - 100% commissions - \$149 per lease and \$199 referral fees - Hire agents with your own commission programs to be paid directly to you and your team member agents by New Century Realty Group, Inc. through escrow. No sign up fees.

What we Offer-

100% Commissions paid to you direct at closing - Free Real Estate Website and Email Account - No meetings or limitations - Your name and number on signs - Full Broker support committed to your success- perfect program for experienced Agents tired of paying high Brokerage fees. All your listings on the NCR company website - Commission Advance Service available - Full service in-house mortgage company - Free flyers for your Listings, HUD Certified Broker, DRE required Workman's Comp

New Century Realty Group

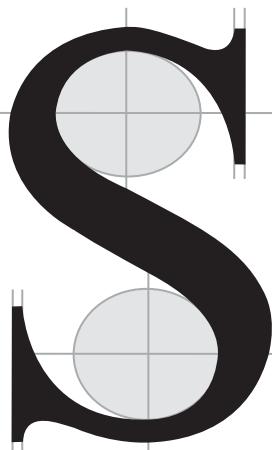
Nationally Recognized: Our programs are available in the entire States of California, Georgia and Texas
Member of NAR, California Association of Realtors, SDAR (Sandicor), Southland Regional AR (So Cal MLS), OCAR (Orange County), Beverly Hills/GLAAR, (Claw MLS), Rancho Southeast AR includes Santa Clarita/ San Fernando Valley, SFAR (Bareis), Monterrey Association, (NORCAL), Inland Valleys AR, MLS Listings Inc.



Tiffany E. Torgan
CA Broker ID: 01813998
19 years experience

James C. Valentino
TX Broker ID: 0451094 &
GA Broker ID: 317886

Toll Free Phone: 1-(866) 205-4992 - Toll Free Fax 1-(866) 532-6073
e-mail: info@ncrcompanies.com



SPECTRUM RENOVATIONS

License 700471 | Since 1995

REO REHAB SPECIALISTS

- Experts at Market Ready Repairs
- Lender Conditions – FHA Requirements
 - Termite Repairs
 - Cracked Slab Repair
 - Mold Remediation
 - Initial Services
- Trashouts – Boardups
 - Fully Insured
- BBB – SDAR Members

RichardB@SpectrumRenovations.com

www.SpectrumRenovations.com

office: 858.279.7800

fax: 858.279.3632

OVER 500 REALTORS® EDUCATED AT SHORT SALE SUMMIT

On March 26 over 500 real estate professionals converged at the DoubleTree in Mission Valley to hear from an esteemed panel of experts on the subject of short sales. Short sales have been dominating much of the regional real estate market, and with changes from financial institutions occurring frequently, the timing was right for this summit.

Moderated by 2010 SDAR Immediate Past President Erik Weichelt, the summit featured a panel with attorneys, short sale

experts, and representatives from some of the major financial institutions. The panelists were Howard Fallman, Esq., C.A.R. Managing Senior Counsel; Michael Spilger, Esq.; Kathy Mehringer, Coldwell Banker Residential Brokerage; Laurie Rouse, Short Sale Manager, Wachovia Bank – San Diego County; Abel Fregoso, Jr., Senior Vice President of Short Sales at Wells Fargo Bank; and Matthew J. Vernon, Short Sale & Real Estate Owned Executive, Bank of America.

The panel shared the top reasons



short sales derail: 1) poor short sale packets, 2) lack of engagement from the short sale seller, and 3) the junior

lien holder does not agree. Panelists offered that a complete short sale package should follow the banks guidelines and instructions including: a cover sheet identifying all lien holders, a table of contents, a signed borrower's authorization form, a market activity report, a synopsis of terms of the submitted offer, and all details that supports the bank will mitigate their loss by accepting the short sale. All pages should include the loan number, and the packet should be sent to all lien holders simultaneously to increase chances of potential cooperation from each.

Additionally, agents were advised that when working with distressed sellers, they should strongly advise and confirm in writing that before a seller signs, the seller should get professional legal, tax, and credit counseling BEFORE that seller exacerbates his/her legal and tax positions. It was recommended that this advice be given at each major decision point for the seller: 1) listing, 2) acceptance of an offer, and 3) acceptance of bank terms.

After presenting the most recent information with regards to short sales, Weichelt read questions submitted by the audience. Most of the questions were about risk management or directed to the financial institutions.

The sold-out Short Sale Summit provided hope to those providing short sale services.

Thank you to all the sponsors who helped make this event a huge success. If you missed the summit you may watch the video at http://www.sdar.com/Short_Sale_Summit.php.



Dedicated to helping you put buyers into homes

Your goal is to turn buyers into homeowners. That's our goal too. And, as the nation's #1 residential¹ mortgage lender, we provide a wide array of products and programs. So no matter what your client's home buying goals, we can help find a program to meet nearly any homebuyer need.

- Purchase loans including FHA and VA programs
- Mortgages for high-end purchases
- Investment property financing
- New construction and renovation loans
- Reverse mortgages²

No other lender is as dedicated to delivering quality products and services to you and your clients as Wells Fargo Home Mortgage.

We're ready to help you put buyers into homes.
Contact your Wells Fargo Home Mortgage consultant today.

1-800-681-1371

Joanna Busalacchi-Caudill
Area Manager
San Diego

Renee Meyer
Del Mar & Rancho Santa Fe

Albert Banigo
South Bay

Steve Sawyer
East County

Lydia Huard
North County Coastal

Scott Allen
Metro San Diego



1. Based on 2008 yearend statistics by Inside Mortgage Finance 1/30/09.
2. Borrower must be 62 years of age or older. Call for more detailed program information. Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. © 2010 Wells Fargo Bank, N.A. All rights reserved. #158112 01/10-04/10



SDAR COLLABORATES WITH SDG&E TO HELP YOUR CLIENTS SAVE ENERGY AND MONEY



Buyers consider energy-efficiency when purchasing a home. SDAR and SDG&E are now working together to bring you important tips and tools to share with your clients that might help you close a deal, and help your clients conserve energy and save money!

Mark your calendar for our first "Lunch and Learn" workshop with SDG&E on July 13, 2010 at SDAR's East County Service Center. Participation in this course will get you a discount on the NAR Green Designation course on July 29 & 30, and increase your knowledge of new energy-efficiency regulations and programs for residential homes.

You will hear more from SDAR and SDG&E over the coming months.

Important Summer Tips:

Saving energy saves you money, so get a head start on summer energy savings now. Here are a few ways you can prepare for hot weather.

MAINTAIN THE MACHINE: Central air conditioners run more efficiently with regular maintenance, so ask clients to dig out their owner's manual and follow the manufacturer's recommendations. Basic maintenance usually includes replacing disposable filters or cleaning permanent filters, and having a qualified contractor do an annual checkup.

CLOSE THE GAPS: Seal leaks around the house to keep cool conditioned air in and hot summer air out. Install weatherstripping to create a tight seal between moving parts of doors and windows. Use caulk to seal cracks or openings on stationary surfaces.

CASH IN ON UPGRADES: If clients are planning home improvements, take advantage of SDG&E rebates for qualifying energy-efficient products, including \$50 for a whole-house fan, \$50 for a room air conditioner, \$25 for a refrigerator, 15 cents per square foot of attic or wall insulation, and \$200 for a pool pump with a variable-speed motor. For details, visit sdge.com/homerebates.

RECYCLE APPLIANCES: Now that you've bought that new appliance, get rebates – and free pickup service – for recycling old inefficient ones. SDG&E offers \$25 each for up to two working room air conditioners and \$50 each for up to two working refrigerators or freezers. Room air conditioners must be turned in with a refrigerator or freezer for recycling to qualify for the rebate and free pickup

service. For details, visit sdge.com/recycle or call SDG&E's contracted recycler, Appliance Recycling Centers of America, at 1-800-599-5792.

TAP THE ENERGY TEAM: Visit sdge.com/energyteam or call 1-866-597-0597 to see if you qualify for help from SDG&E's Energy Team, such as free home improvements that can lower your energy bills.

For more tips on saving energy and money this summer, visit sdge.com/summer.

DOG OWNERS: Know when to fence in your friend

Even the friendliest dog may bite in certain situations. For safety, please secure your dog on your monthly meter-reading day and during SDG&E service calls.

Your dog may be your best friend, but even the friendliest dog may bite. The American Veterinary Medical Association, which co-sponsors National Dog Bite Prevention Week, May 16-22, 2010, points out that dogs of all sizes and breeds can bite, and that medical attention is needed by an estimated 800,000 of the 4.7 million people who suffer dog bites each year in the U.S. Most are young children, followed by the elderly, mail carriers and other home service providers – including utility workers – who may have triggered the dog's natural instinct to protect its pack, its turf and itself.

You can help prevent bite injuries by securely confining your dog behind a locked fence or door before your SDG&E meter reader or other service technician arrives. Look for your next meter-reading date on each SDG&E bill, and mark your calendar every month with a reminder to confine your dog on that day, so your meter reader has a safe path to your gas and electric meters. Whenever you have an appointment for SDG&E in-home services, such as appliance adjustments or safety checkups, secure your dog away from the work space.

Also, if you have a new dog, please notify SDG&E at 1-800-411-7343 so that employees will be aware of your canine companion before providing services on your premises.

NOTE: This article is used with the permission of San Diego Gas & Electric. © 2010 San Diego Gas & Electric Company. All trademarks belong to their respective owners. All rights reserved.

1 in 50 Californians are Real Estate Agents. What are you doing to stand out in the Crowd?



More than just a real estate company, our agents increase referrals and retention through access to our additional in house financial services:

Financial Planning
Tax Services
Mortgage Lending
Real Estate

We offer competitive 80-100% commission splits.



Call for more information today
1-877-560-3222 or 858-560-0366
Email: jobs@dacafg.com
Web: www.dacafg.com
DRE# 01810373

DeeSign®
A Third Generation Family Business

LUXEGLOBAL
Robert Mani
858.245.5615
www.Luxeglobal.com

Industry Leading Turnaround Times
In 2009, 85% of sign orders shipped in under 5 days. 99% of sign orders shipped in 10 days or less.

Design, Proof & Order Online @ DeeSignSanDiego.com

- Sign Installation**
- Over 120,000 Installs & Removals in 2009
 - Place Up & Down Orders Online Reduces errors from misread handwriting and creates error accountability.
 - In-Area Installations Completed in 1 to 2 Business Days
 - Order Confirmations Sent Via E-mail
 - "Signs in the Field" List in Real Time Keep in touch with all signs on your current listings.
 - Rent Brochure Boxes
 - Online Access to Past Invoices



San Diego: **1.888.791.SIGN**
Riverside County: **Local: 858.751.2900**
Orange County: **Local: 951.696.5755**
Local: **714.871.5115**

APRIL STATISTICS DETACHED HOMES

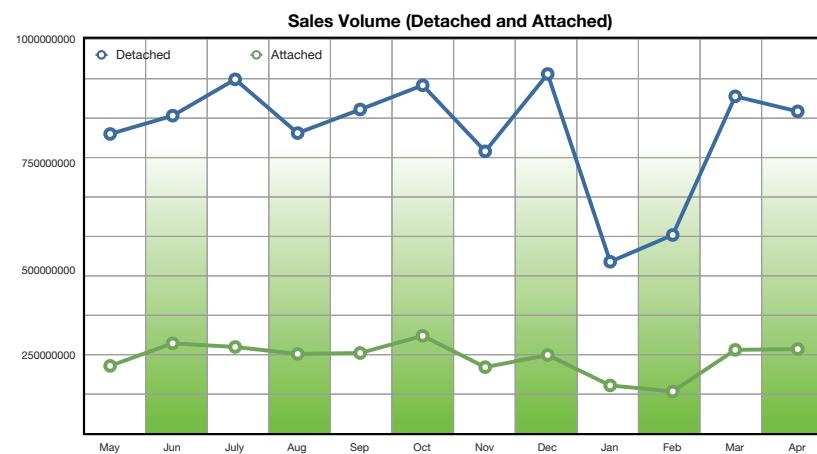
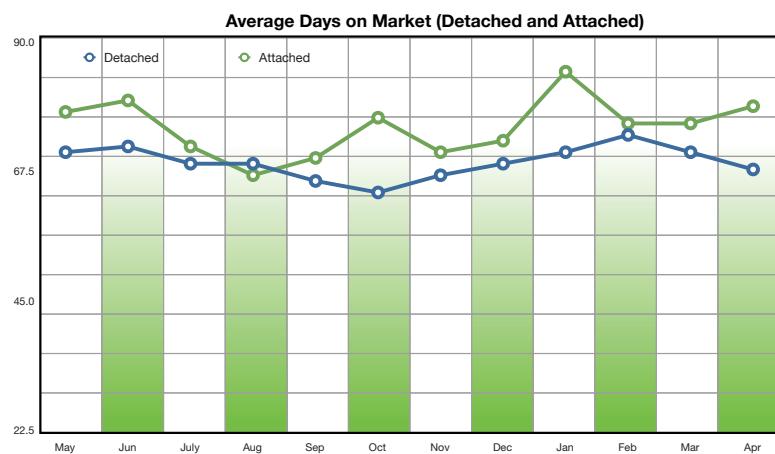
Current Year - 2010				Previous Year - 2009							
SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	17	55	85	76	\$520,844	\$420,000	14	57	101	89
91902	Bonita	11	44	86	82	\$425,000	\$452,500	13	46	78	69
91905	Boulevard	0	4	0	103	\$0	\$110,000	4	5	31	112
91906	Campo	4	16	41	54	\$152,044	\$152,044	7	23	120	119
91910	Chula Vista	39	118	83	63	\$325,000	\$330,000	33	130	69	65
91911	Chula Vista	36	128	59	61	\$300,000	\$280,050	55	174	68	70
91913	Chula Vista	48	163	79	80	\$375,500	\$376,000	41	179	58	72
91914	Chula Vista	14	64	104	85	\$517,000	\$512,500	21	95	64	70
91915	Chula Vista	32	111	69	80	\$405,000	\$360,000	45	176	81	80
91916	Descanso	5	8	115	92	\$310,000	\$300,461	1	5	38	135
91917	Dulzura	0	2	0	116	\$0	\$207,500	0	1	0	46
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	\$200,000
91932	Imperial Beach	8	37	45	43	\$297,500	\$295,000	15	31	82	108
91934	Jacumba	0	3	0	57	\$0	\$36,000	0	4	0	37
91935	Jamul	15	33	42	94	\$450,000	\$390,000	6	16	48	71
91941	La Mesa	18	85	79	79	\$360,000	\$389,800	27	102	50	71
91942	La Mesa	11	57	43	53	\$345,000	\$335,900	7	39	97	60
91945	Lemon Grove	9	60	40	63	\$260,000	\$260,000	17	88	83	72
91948	Mount Laguna	1	2	49	113	\$195,000	\$145,800	0	0	0	\$0
91950	National City	20	75	57	61	\$201,000	\$205,000	35	113	60	64
91962	Pine Valley	3	10	159	142	\$279,000	\$258,500	2	6	105	150
91963	Potrero	1	1	41	41	\$104,000	\$104,000	0	2	0	\$204,000
91977	Spring Valley	36	138	58	67	\$295,000	\$276,500	67	245	73	70
91978	Spring Valley	3	15	29	70	\$430,000	\$375,000	7	25	50	74
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	\$0
92003	Bonsall	6	18	56	93	\$731,882	\$619,500	3	10	131	111
92004	Borrego Springs	13	29	217	198	\$280,000	\$217,500	7	17	228	237
92007	Cardiff By The Sea	5	17	183	91	\$750,000	\$750,000	8	15	58	73
92008	Carlsbad	9	42	65	77	\$650,000	\$656,500	10	36	56	63
92009	Carlsbad	46	157	49	58	\$713,500	\$695,000	35	102	52	66
92010	Carlsbad	7	27	44	38	\$585,000	\$570,000	3	18	79	106
92011	Carlsbad	16	48	86	75	\$840,000	\$810,750	14	42	56	84
92014	Del Mar	10	30	139	116	\$1,637,500	\$1,432,500	5	26	108	99
92019	El Cajon	17	79	63	69	\$399,000	\$365,000	31	97	64	64
92020	El Cajon	19	69	35	48	\$340,000	\$310,000	29	93	71	77
92021	El Cajon	34	106	91	83	\$324,450	\$316,000	33	114	76	85
92024	Encinitas	32	106	57	63	\$697,500	\$750,500	19	84	47	60
92025	Escondido	34	104	73	62	\$306,000	\$324,000	46	140	89	82
92026	Escondido	39	120	82	71	\$310,000	\$321,000	51	179	97	87
92027	Escondido	40	161	57	65	\$312,500	\$280,000	43	234	84	79
92028	Fallbrook	26	158	99	106	\$322,500	\$336,750	32	132	88	93
92029	Escondido	12	52	41	61	\$467,780	\$467,780	11	43	79	60
92036	Julian	2	11	21	234	\$168,250	\$260,000	3	11	148	137
92037	La Jolla	17	70	95	111	\$1,005,000	\$1,394,688	16	54	94	101
92040	Lakeside	28	89	75	65	\$300,000	\$325,000	23	79	83	78
92054	Oceanside	10	50	63	54	\$502,450	\$407,000	23	72	95	85
92056	Oceanside	35	134	56	54	\$355,000	\$349,450	35	157	47	59
92057	Oceanside	43	171	60	64	\$320,000	\$329,000	56	214	82	71
92058	Oceanside	10	34	53	85	\$292,000	\$328,000	12	47	107	77
92059	Pala	0	3	0	130	\$0	\$447,000	0	1	0	344
92060	Palomar Mountain	0	4	0	117	\$0	\$139,750	2	5	201	320
92061	Pauma Valley	0	3	0	103	\$0	\$450,000	1	6	180	91

Current Year - 2010				Previous Year - 2009							
SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	24	108	54	65	\$545,000	\$499,450	23	100	61	64
92065	Ramona	28	104	88	74	\$322,500	\$315,000	23	106	85	96
92066	Ranchita	0	0	0	0	\$0	\$0	1	3	41	63
92067	Rancho Santa Fe	17	51	135	205	\$1,850,000	\$2,291,250	15	31	134	131
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	\$0
92069	San Marcos	33	114	63	74	\$365,000	\$341,000	26	126	59	72
92070	Santa Ysabel	0	2	0	7	\$0	\$264,450	0	2	0	51
92071	Santee	33	95	39	51	\$355,000	\$348,500	27	102	83	82
92075	Solana Beach	11	29	146	98	\$1,000,000	\$1,000,000	2	11	111	108
92078	San Marcos	33	108	47</							

APRIL STATISTICS ATTACHED HOMES

Current Year - 2010				Previous Year - 2009							
SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	1	4	92	127	\$110,000	\$148,149	2	5	41	41
91902	Bonita	0	4	0	67	\$0	\$157,500	4	15	70	55
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	\$0
91906	Campo	1	1	0	0	\$87,950	\$87,950	0	0	0	\$0
91910	Chula Vista	11	52	109	82	\$140,000	\$166,000	22	70	74	91
91911	Chula Vista	18	64	45	69	\$133,000	\$135,000	29	106	68	69
91913	Chula Vista	22	86	87	107	\$232,450	\$216,500	15	90	91	86
91914	Chula Vista	5	30	79	119	\$235,000	\$210,000	9	41	37	51
91915	Chula Vista	15	54	100	97	\$234,000	\$233,500	14	61	45	66
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	\$0
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	\$0
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	\$0
91932	Imperial Beach	14	26	89	91	\$97,000	\$105,000	5	19	90	96
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	\$0
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	\$0
91941	La Mesa	4	16	117	81	\$162,500	\$157,500	6	20	66	84
91942	La Mesa	12	40	45	43	\$210,500	\$205,500	6	23	141	107
91945	Lemon Grove	2	11	102	99	\$106,250	\$15,000	5	15	159	129
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	\$0
91950	National City	12	31	86	79	\$66,000	\$107,000	7	30	128	113
91962	Pine Valley	0	1	0	412	\$0	\$35,000	0	0	0	\$0
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	\$0
91977	Spring Valley	6	36	54	64	\$187,500	\$149,950	9	46	76	80
91978	Spring Valley	0	2	0	168	\$0	\$119,800	1	8	108	133
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	\$0
92003	Bonsall	3	10	119	71	\$135,000	\$119,900	4	13	168	128
92004	Borrego Springs	2	7	103	267	\$125,750	\$45,000	0	1	0	123
92007	Cardiff By The Sea	3	13	36	57	\$490,000	\$490,000	1	10	37	58
92008	Carlsbad	12	30	111	96	\$530,000	\$400,000	6	23	99	87
92009	Carlsbad	27	77	68	57	\$300,000	\$324,000	13	55	46	85
92010	Carlsbad	8	28	29	39	\$354,000	\$361,500	7	20	95	76
92011	Carlsbad	5	20	50	42	\$459,000	\$422,500	6	19	41	30
92014	Del Mar	2	11	58	117	\$462,750	\$489,000	3	10	87	95
92019	El Cajon	9	44	37	58	\$145,000	\$170,000	13	66	109	81
92020	El Cajon	20	65	88	108	\$100,000	\$100,000	16	79	92	74
92021	El Cajon	14	49	68	83	\$150,000	\$125,000	14	65	131	88
92024	Encinitas	14	52	46	75	\$511,950	\$417,500	9	36	101	66
92025	Escondido	13	31	88	69	\$105,000	\$120,000	7	40	73	76
92026	Escondido	16	63	98	68	\$155,000	\$140,000	25	72	83	73
92027	Escondido	13	43	76	71	\$110,000	\$105,000	11	48	47	57
92028	Fallbrook	3	3	33	33	\$225,000	\$225,000	3	8	60	73
92029	Escondido	2	4	291	176	\$191,750	\$176,500	1	4	77	106
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	\$0
92037	La Jolla	24	92	83	99	\$530,000	\$510,000	16	62	68	87
92040	Lakeside	8	28	61	67	\$99,250	\$97,775	8	30	84	81
92054	Oceanside	13	46	71	78	\$199,000	\$305,750	12	39	104	96
92056	Oceanside	27	86	71	62	\$185,000	\$202,000	17	77	79	69
92057	Oceanside	28	99	75	101	\$154,300	\$145,000	33	125	58	70
92058	Oceanside	5	27	89	84	\$129,500	\$150,000	6	25	58	74
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	\$0
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	\$0
92061	Pauma Valley	1	2	150	104	\$550,000	\$443,500	0	0	0	\$0

Current Year - 2010				Previous Year - 2009							
SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	2	12	40	43	\$301,500	\$285,000	6	14	186	112
92065	Ramona	1	9	136	67	\$75,500	\$115,000	4	18	76	153
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	\$0
92067	Rancho Santa Fe	1	1	121	121	\$760,000	\$760,000	0	1	0	164
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	\$0
92069	San Marcos	8	35	60	64	\$116,500	\$125,000	12	52	61	86
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	\$0
92071	Santee	14	76	55	73	\$198,000	\$190,000	12	69	62	78
92075	Solana Beach	8	25	42	86	\$700,600	\$695,000	8	24	79	89
92078	Vista	17	62	103	77	\$305,000	\$282,500	10	52	94	84
92081	Vista	2	10	17	43	\$292,450	\$190,000	6	13	134	106
92082	Valley Center	0	0	0	0	\$0	\$0	0	0	0	\$0
92083	Vista	10	31	57							



COMPARATIVE SALES - EXISTING HOMES - APRIL 2010 SAN DIEGO COUNTY

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume April 2010	\$264,368,748	21,040	0.594	\$851,502,854	7,860	-3.305
2 Average Sales Price April 2010	\$283,657	18,053	3.724	\$506,545	16,714	-0.314
3 Median* Sales Price April 2010	\$225,500	25,270	0.220	\$387,500	15,670	-2.390
4 Sold Listings April 2010	932	2,530	-3,018	1,681	-7,587	-3,001
5 Average Days on Market April 2010	79	2,597	3,947	68	-9,333	-4,225
6 Total Sales Volume April 2009	\$218,414,751			\$789,454,574		
7 Average Sales Price April 2009	\$240,280			\$434,005		
8 Median* Sales Price April 2009	\$180,000			\$335,000		
9 Sold Listings April 2009	909			1,819		
10 Average Days on Market April 2009	77			75		

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11 Total Sales Volume YTD 2010	\$944,863,228	15,814		\$3,035,034,502	8,888	
12 Average Sales Price YTD 2010	\$268,962	12,748		\$491,822	18,840	
13 Median* Sales Price YTD 2010	\$220,000	20,710	N/A	\$380,000	15,500	
14 Sold Listings YTD 2010	3,513	2,719		6,171	-8,374	
15 Average Days on Market YTD 2010	80	3,896		70	-6,667	
16 Total Sales Volume YTD 2009	\$815,846,101			\$2,787,292,556		
17 Average Sales Price YTD 2009	\$238,551			\$413,852		
18 Median* Sales Price YTD 2009	\$182,250			\$329,000		
19 Sold Listings YTD 2009	3,420			6,735		
20 Average Days on Market YTD 2009	77			75		

Copyright 2010 San Diego Association of Realtors. Data for single-family attached and detached home sales through the Multiple Listing Service of Sandicor, Inc. Neither SDAR nor Sandicor guarantees or is responsible for its accuracy. *The median home price is the price where half of the homes sold for more and half sold for less. It is a more typical price measure than average, which can be skewed high by a relative handful of million-dollar plus transactions.

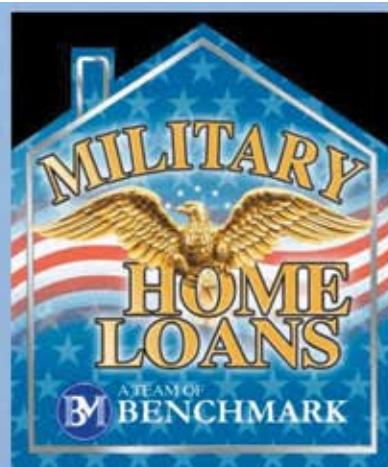
QUESTIONS ABOUT VA LOANS?

San Diego's

VA EXPERTS

From Pre-Approval To Close, We Get Your VA Deals Done

SDAR's – 2009
Affiliate of the year!



- We Close a VA Loan Every 3 days**
92% of the loans we do are VA
- Past Military Ourselves**
We speak BAH, LES, and PCS
- Local & Personal**
Making it easy for you and your clients
- Free Agent VA Training**
Insider secrets and real world solutions
- Online Agent Resources**
Offer writing examples, appraisal questions, condo complex approvals, etc. - all online for you

Need a pre-approval? Call today!

Military Home Loans
A team of Benchmark

619-422-5900

www.Mil-Loans.com



Veteran Family
Owned & Operated

VA News You Need
90 Day Flips – Yes!

Yes, VA loans can be done on properties owned for less than **90 days**. The VA has zero underlying guidelines on this issue, however many lenders are applying the FHA restriction to all loans types.

Because of the FHA limitation, **90 day flip properties make excellent candidates for VA buyers** because there's fewer offers to compete with.

For more details on this and other critical VA information please visit us at:
www.Mil-Loans.com
 or email us at:
Info@Mil-Loans.com

EVENTS TO BENEFIT SDAR AMBASSADORS FOUNDATION

It's been almost three years since SDAR formed the Ambassadors Foundation, a non-profit entity which manages the "Everyday Heroes" program. The "Everyday Heroes" program exists to help San Diego Police Officers become homeowners in the neighborhoods they serve and protect. Our communities directly benefit from police officers becoming vested in homeownership. To date, the Ambassadors Foundation had helped 6 officers become homeowners in the San Diego region. Many more have applied and are eligible for funding via the "Everyday Heroes" program. However, funding goes quickly and more is needed to help support additional officers.

SDAR members can contribute directly to the Ambassadors Foundation via their dues or by contacting SDAR. You can also help out and have fun at the same time by supporting and attending our fundraising events. We have two upcoming events that are guaranteed fun!

First, on May 25, we are holding the first-ever **Charity Poker No-Limit Texas Hold'em Tournament** at Pala Casino. The buy-in for the event is \$100, with half going to the top 6 players and the remainder going to the Ambassadors Foundation. Buffet dinner (\$10) and a quick tutorial for all levels of players begins at 4:00 p.m., tournament begins at 5:00 p.m.

Then join us for the annual **Everyday Heroes Golf Tournament** on Friday, June 18 at the Maderas Golf Club. Registration begins at 11:30 a.m., Shotgun Tee Time is 1:00 p.m., Cocktails & Silent Auction begin at 6:00 p.m. with Dinner and Live Auction taking place from 7:00 p.m. – 9:00 p.m. Registration is \$195 and includes green fees, shared golf cart, golf shirt, lunch, dinner, silent auction, live auction and awards ceremony. Can't make the tournament or not a golfer? Then join us for the dinner, silent auction, live auction and awards ceremony. Invite a guest to join you! Dinner tickets are only \$50 (per person).

Finally, dust off those walking shoes for our **Everyday Heroes 5K Walk/Fun Run** on Saturday, September 25, 2010. Registration begins at 7:00 a.m. with the event starting at 8:00 a.m. at the NTC Promenade at Liberty Station, Point Loma. Download a pledge form, become a sponsor, or register at: www.walkforcops.com

We hope you will join us for one or more of these events to benefit the Ambassadors Program or you can help support the "Everyday Heroes" program with a donation. For more information, visit www.ambassadors-foundation.org or call Lita at (858) 715-8005.



HOME MORTGAGE

Whether you are buying a new home or considering building a new home, U.S. Bank Home Mortgage can help you analyze your options. We originate mortgage loans for new purchases and refinances of primary homes, vacation homes and investment properties.

- First-time Home Buyer Programs
- Low Money Down Options
- Conventional and FHA and VA loans
- Fixed and Adjustable Rates (ARM)
- Interest Only Options
- Competitive Rates
- Purchases and Refinances
- Call TODAY for details!

All of **us** serving you™

Joe Detmer
5787 Chesapeake Ct, Ste 102
San Diego, CA 92123
858-720-7144 direct
joe.detmer@usbank.com

Chuck Helsel
5787 Chesapeake Ct, Ste 102
San Diego, CA 92123
858-720-7014 direct
chuck.hesel@usbank.com

Ernie Becerra
5787 Chesapeake Ct, Ste 102
San Diego, CA 92123
858-720-7015 direct
ernie.becerra@usbank.com

Jodi Fawish
5787 Chesapeake Ct, Ste 102
San Diego, CA 92123
858-720-7019 direct
jodi.favish@usbank.com

Lee Ann Magliozi
5787 Chesapeake Ct, Ste 102
San Diego, CA 92123
858-720-7078 direct
leeann.magliozi@usbank.com

Terry Doering
5787 Chesapeake Ct, Ste 102
San Diego, CA 92123
858-720-7013 direct
terry.doering@usbank.com

Tony Tyson
5787 Chesapeake Ct, Ste 102
San Diego, CA 92123
858-720-7003 direct
tony.tyson@usbank.com



Loan approval is subject to program guidelines. Not all loan programs are available in all states for all loan amounts.
Interest rate and program terms are subject to change without notice. 62909091419 Member FDIC



MDPLUMBER.COM

Free Estimates!

The REALTORS® Choice
Complete Residential & Commercial Service

858.456.0595

Ask us about billing through escrow



License#670172

SUN DIEGO TC

We coordinate Short Sale Transactions for Agents

- DRE licensed Corporation, and insured specifically to Coordinate Short Sales.
- Coordinating Short Sale transactions is a full time job; Agents already have a full time job.
- Service, success and communication are what set us apart.

BRIAN ROWLEY
Regional Sales Manager

619-846-0166

brianrowley@sundiegotc.com

www.sundiegotc.com

Call us today and find out why we are known as 'An Agent's best friend'.

CA DRE license # 01878270

HOUSING MARKET ON THE MEND?

By Scott Molloy

The data continues to pour in and many REALTORS® are wondering: Is it getting better out there or is this just the calm before the (next) storm? Statistically speaking, the housing market does look to be stabilizing. Nationally, the median price for a resale home was up 0.4% from a year earlier to \$170,700 in March, the second month of year-over-year increases since 2006. San Diego County's median price rose the most out of the six Southern California counties, up 15.8% year over year to \$330,000.

Sales are improving too, beating expectations and rising sharply off the floor of March 2009. Nationally, March 2010 saw sales of existing single-family homes and condominiums come in at a seasonally adjusted annual rate of 5.35 million homes. This is roughly 340,000 more homes than the February 2010 annual rate and 16% higher than the March 2009 level of 4.61 million homes. New home sales also rose, surging 27% month of month to 411,000 homes in March. New home construction is a good barometer of economic health and may portend that economic recovery with sustained job growth

is emerging. Lawrence Yun, NAR's chief economist, said it is encouraging to see a broad home sales recovery in nearly every part of the country, with two important underlying trends. "Sales have been above year-ago levels for nine straight months, and inventory has trended down from year-ago levels for 20 months running," he said.

Much of the recent improvement is being attributed to the Federal Homebuyer Tax Credit, which expired on April 30. "The home buyer tax credit has been a resounding success as these underlying trends point to a broad stabilization in home prices. This is preserving perhaps \$1 trillion in largely middle class housing wealth that may have been wiped out without the housing stimulus measure," Yun said.

The long-term outlook for the housing market remains murky, however. Total housing inventory at the end of March rose 1.5% to 3.58 million existing homes available for sale, which represents an 8-month supply at the current sales pace, down from an 8.5-month supply in February.

In much of the country, the number of foreclosures is not abating;

it's rising. As of March 2010, banks had an inventory of about 1.1 million foreclosed homes, up 20% from a year earlier, according to estimates from Lender Processing Services (LPS) Applied Analytics. An additional 4.8 million mortgage holders were at least 60 days behind on their payments or in the foreclosure process, an increase of 30% from a year earlier. At current sales rates of foreclosed homes over the past few months, that real and shadow inventory would take 103 months, almost nine years, to sell. The country's economic condition—unemployment and reduced income for many of the nation's households—is now driving the foreclosure problem. Unfortunately, homeowners with good credit who took out conventional, fixed-rate loans are the fastest growing group of foreclosures. In San Diego, while there are still many foreclosures, short sales are dominating much of the market. Also, the shadow inventory is not so alarming locally when you consider that the demand for properties in San Diego is high, especially with only a few months of inventory.

There are signs of hope due to the influx of new legislation to

assist with the loan modification process. The Federal Making Home Affordable loan modification program is expected to help upward of 7 million households avoid foreclosure. If successful, this could take a big chunk out of that "shadow" inventory. The economy is showing signs of healing. The nation saw real job growth in March of 162,000 jobs, which is good news for an economy that has been brutalized with a net loss of 8.2 million jobs since the start of 2008. Manufacturing is also picking up. Industrial production increased at an annual rate of 7.8% in the first quarter of 2010, led by durable goods industries. First quarter revenue and earnings results for many of the nation's big companies are coming in above expectations, another encouraging sign. The improving economy bodes well for the housing market and many economists believe it is a matter of time before sustained job growth takes hold. This should take a lot of that potential future foreclosure inventory off the table, laying the foundation for a sustained recovery in the housing market.

Windows and Doors

Most Major Brands

Lic. 760305

FREE No Pressure Estimate!

WesternWindowReplacement.com

CALL (858) 270-9100

Western Window Replacement
"Because Installation Matters"
Since 1992

Over 88 Years Experience...
Personalized Professional Service You Can Trust

Family Pride In Excellence Since 1921

The West's Largest Family Owned Termite & Pest Control Company

Western understands you want quality in your service. Here's what you will receive from Western:

- Professional Service for Realtors on Escrow & FHA Reports
- FREE Residential Termite Inspection
- \$25 for Condo Inspection
- \$50 Emergency Inspection and Report within 24hrs.
- Damage Repairs
- We Guarantee All Termite Work

OPEN MON-SAT
1-800-WEST-EXT
1-800-937-8398

www.west-ext.com

WESTERN EXTERMINATOR COMPANY

BRAD STONER PAINTING, INC.

Professional Interior & Exterior Painting

Brad Stoner Painting's professional, uniformed staff has the training and workmanship to get your job done right. Realtors throughout San Diego have relied on Brad Stoner Painting since 1986 for on-time, on-budget residential and commercial painting.

• Bonded and Insured
• Prompt and Professional

• We work with YOUR schedule

Call Now!
858.586.7751
or **619.262.9222**

Cont. Lic.
761761

www.bradstonerpainting.com

BLOGS AND SOCIAL NETWORKING SITES

By Kathy Mehringer

Blogs and social networking sites are being used by real estate professionals to market to and communicate with clients, prospective clients and the public in general. The nature of these media formats is informal, light and conversational. However, whether a blog or social networking site is being used by you for personal or business purposes, you are a professional and thus responsible for the content of any entry you create in such media. That content reflects on you as a REALTOR® and, in turn, on the brokerage firm.

All entries should be thoughtfully considered just as you would any other communication you engage in as a professional. Whenever these entries relate to your business and/or the brokerage firm, they are subject to all of the laws and regulations that otherwise guide your behavior as a REALTOR®. For example; the Code of Ethics, Department of Real Estate (DRE) regulations, advertising laws, Multiple Listing Service/System (MLS) rules and defamation laws can all apply to such communications.

Types of Social Media: Facebook / Twitter / Linked-In / Location-based services (i.e. Yelp and Foursquare) /

Blogging / Vlogging (streaming live / video blog / YouTube)

Discussion Forum: ActiveRain Real Estate Network

Best Practice Tips:

1. Use your same high standards when blogging or utilizing social media, just as you would in any other writing you generate for public consumption. The style can be informal, but the standards should not vary.
2. While blogs may have an informal style, remember that even in the "blogosphere" you are bound by laws, regulations as well as the Code of Ethics. Do not deviate from your high standards and best practices.
3. Never advertise another agent's listing without the express written consent of the listing broker – not the listing agent. (Such decisions are appropriately made by the broker and your broker.) Some websites, blogs and online ads imply that the agent providing the content is the listing agent (e.g., "Call me for more information about this listing" when, in fact, it is not your listing). This practice could lead to an ethics complaint or MLS rules violation.
4. Routinely review your blogs and social media sites to make sure the information is accurate and up to date.
5. Regularly monitor and delete any inaccurate, derogatory, vulgar, offensive or obscene postings by others, if others are allowed to post on your site.
6. Do not engage in gossip and do not pass along unverified information.
7. "When in doubt, leave it out." It is better not to publish an item than regret it later.
8. Before posting an entry in any social media, ask yourself, "Would I like to see this entry displayed as a six-foot-high exhibit on a courtroom wall?" or "Would I like the Real Estate Commissioner to view this entry as part of a DRE Administrative Hearing?" If not, don't post it.
9. Use care and obtain appropriate authority when posting the intellectual property or copyright materials of others, including music and video.
10. Confidentiality is to be carefully considered; discussions or posts involving buyers, sellers, property, neighborhood and community are to be cautiously evaluated prior to posting.
11. Use common sense and be careful out there!

As we move forward with new and evermore creative methods of reaching out to our clients and sphere of influence, it is important that we do so with professionalism as our hallmark.

Kathy Mehringer is a Risk Management Training Director/Advisor for Coldwell Banker Residential and is a member of SDAR's Risk Management Committee.



Bill Abbey
619.203.9084



Eric Bender
858.848.2513



Kim Churchill
619.890.3863



Paul Cook
619.729.0339



Teresita Davis
858.735.3055



Mark DeWitt
858.212.7054



Richard Kaiser
858.848.2535



Dan McCue
858.848.2519



Vicky McNeill
858.848.2534



Heather Nartker
619.206.8884



Nhi Nguyen
858.848.2510



Mary Noble
858.864.8655



Vicki Sweeten
760.809.5286



Valisha Bogart
858.525.2060



Cori Fusselman
858.774.6960



Tom Haase
858.414.3556



Pat Larkin
858.243.3928



Petya Popova
858.699.4357



Katy Warren
619.379.6369



Marlena Napier
858.848.2514



Alexandra Harbushka
858.848.2520



An exceptional neighborhood deserves exceptional service

When you call **Bank of America**, you can rest assured that our top priority is providing personal service so you can make well-informed home financing decisions. If you are planning to purchase or refinance, you can experience exceptional service right in the neighborhood. Contact one of our mortgage loan officers today.

Office : Central San Diego, Serving San Diego County

Bank of America, N.A., Member FDIC Equal Housing Lender © 2009 Bank of America Corporation. Credit and collateral are subject to approval. Terms and conditions apply. This is not a commitment to lend. Programs, rates, terms and conditions are subject to change without notice. 00-62-0112D 04-2009 AR70163

Bank of America

Home Loans

TWO SPECIALTY DESIGNATIONS TO HELP YOU REACH NICHE MARKETS

Senior Real Estate Specialist (SRES): Held at East County Service Center

Monday and Tuesday, June 28 and 29, 2010

Seniors are the fastest growing segment of the real estate market in the U.S. and own more real estate than any other group in the country. Yet seniors don't always have the expertise to make the best decisions about housing and investment options.

- Receive an overview of tax laws, probate and estate planning.

- Help seniors make wise decisions about selling the family home, buying rental property, managing capital gains, and tax implications of owning, buying & selling real estate.
- Identify the changing lifestyle needs of older property owners.
- Learn the application of federal laws for the Housing for Older Persons Act (HOPA)
- Understand how Medicare, Medicaid, and Social Security impact real estate decisions for those 50 and older

Price Includes:

- Customizable newsletters for customers/clients
- Monthly newsletters
- Access to SRES blog and webinars
- Placement on the SRES website

Instructor: J. Alan Sappenfield, ABR, ABRM, PMN, SRES

Time: 8:30 a.m. – 4:00 p.m.

Location:

SDAR's East County Service Center
220 W. Main St., El Cajon, CA 92020

Price: SDAR REALTORS® \$359
All Others \$399

Certified International Property Specialist Institute: Held at Kearny Mesa Office

June 28 through July 2, 2010

The Certified International Property Specialist is a global real estate professional. Hundreds of real estate professionals throughout the world have earned the right to use "CIPS" after their names. The local community increasingly relies upon CIPS designees as resources and experts in the international real estate marketplace.

- Join an elite group of less than 1% of REALTORS® with this designation
- Assist local buyers to invest abroad
- Exchange transaction referrals with worldwide agents
- Obtain referrals from the online CIPS Directory
- Earn elective credits for ABR, CRS, RPS, and receive the NAR "At Home with Diversity" Certification
- Become a skilled resource in the unique aspects of international real estate
- Understand cultural communications, international business & customs that impact the global real estate market

June 28 & 29 - International Real Estate for Local Market/Investment Financial Analysis* (prerequisite)

June 30 - Europe & International Real Estate**

July 1 - Asia/Pacific & International Real Estate**

July 2 - The Americas & International Real Estate**

Instructor: David Lauster, CIPS, ABR, CRS, GRI, e-PRO®

Time: 8:00 a.m. – 5:00 p.m. Monday - Friday

50% deposit today reserves your seat

Entire Institute... **\$595 if registered by June 1** (\$695 after June 1)

*Prerequisite may be taken separately for \$249 if registered by June 1; \$279 after June 1
** Individual courses (other than prerequisite) may be taken separately for \$159 if registered by June 1; \$179 after June 1



priced from \$150,000 to \$550,000

SMARTCORNER



the tower



the views



the lofts



the rooftop



the kitchens



smartcorner.net

1080 Park Blvd. | Suite 1002 | San Diego, CA 92101 | **866.602.4180**



SDAR Education Schedule - June 2010

LEGEND: KEARNY MESA SOUTH COUNTY EAST COUNTY CORONADO

Classes subject to change or cancellation.
Check www.sdar.com for current information.

June	Class Name	Time	SDAR	All Others	Credits	Presenter
1	Get the Boost You Need to Jump Start Your Career	9:00 am – 4:00 pm	\$29	\$39	NA	Linda Crownover
1	zipForm® Online Lab	9:00 am – 12:00 pm	\$35	\$42	NA	Kimber Backlund
2	Warranties & Insurance	9:00 am – 10:00 am	\$10	\$20	NA	Myrna Horn
3 & 4	Real Estate Professional Assistant Course	9:00 am – 4:00 pm	\$229	\$229	NA	J. Alan Sappenfield
4	Blogging/Word Press (Beginner – morning, Advanced – afternoon)	9:00 am and 1:00 pm	\$24	\$24	NA	Drew Burks
8	Short Sales: Legal Pitfalls	9:00 am – 4:00 pm	\$29	\$39	NA	Michael Spilger, Esq.
9	Prospecting	9:00 am – 12:00 pm	\$25	\$30	3CS	John Altman
9	Open House	12:45 pm – 3:45 pm	\$25	\$30	3CP	John Altman
10	Warranties & Insurance	9:30 am – 10:30 am	\$10	\$20	NA	Myrna Horn
11	Facebook (Beginner – morning, Advanced – afternoon)	9:00 am and 1:00 pm	\$24	\$24	NA	Drew Burks
14 & 15	Accredited Buyer Representative	9:00 am – 4:00 pm	\$299	\$325	NA	J. Alan Sappenfield
15	zipForm® Online Lab	9:00 am – 12:00 pm	\$35	\$42	NA	Kimber Backlund
15	Title and Escrow: Streamlining the Process	9:00 am – 11:00 am	\$10	\$15	NA	Allison-McCloskey Escrow & Lawyers Title
16 & 18	Mini-Extravaganza (Agency, Ethics, Trust Fund, Fair Housing, and Risk Management)	Wed: 8:30 am – 4:15 pm Thur: 8:00am – 6:00 pm	\$100	\$130	3AG, 4ET, 3TF, 3FH, 3RM	Various Instructors
17	New and Improved RPA-CA	9:00 am and 1:00 pm	\$49	\$60	NA	Ed Estes, Esq.
17	New and Improved RPA-CA	1:00 pm – 4:00 pm	\$49	\$60	NA	Ed Estes, Esq.
18	Twitter (Beginner – morning, Advanced – afternoon)	9:00 am – 4:00 pm	\$24	\$24	NA	Drew Burks
21 & 22	Seller Representative Specialist Designation	9:00 am – 4:00 pm	\$299	\$299	12CP	Steve Casper
25	Video Marketing (Beginner – morning, Advanced – afternoon)	9:00 am and 1:00 pm	\$24	\$24	NA	Drew Burks
28	BlackBerry Seminar (morning) and iPhone Seminar (afternoon)	9:00 am and 1:00 pm	\$35	\$45	NA	G. William James
28 & 29	Senior Real Estate Specialist	9:00 am – 4:00 pm	\$359	\$399	NA	J. Alan Sappenfield
June 28 - July 2	Certified International Property Specialist Institute	8:00 am – 5:00 pm	\$595	\$595	NA	David Lauster
29	ABC's of Risk Management	9:30 am – 11:30 am	\$10	\$20	NA	Myrna Horn
30	Negotiations (RMS Members: \$45)	9:00 am – 1:00 pm	\$56	\$62	4CP	Jackie Oliver, Esq.
30	VA Seminar for REALTORS®	9:00 am – 11:00 am	\$10	\$15	NA	Karen Bates & Ken Bates

For easy registration and more information, visit www.sdar.com or call (858) 715-8040

HOMES FROM \$49,000!

500+ Foreclosed Homes from San Diego to L.A.

Lenders Realty Group purchases homes in bulk directly from the bank and courthouse steps to pass the savings on to you!

Don't hassle with the short sale process - our homes are vacant and ready for immediate occupancy.

With prices as low as \$49,000, you can be a homeowner! We have over 500+ homes for sale, NOW – don't wait!

Find your next property online at
www.LendersRealtyOnline.com
or call 888-657-2008

*VA/FHA: 0.0%/3.5% down payment apply for qualified buyers. See sales professional for details. Prices, rates, specifications, details, features and fees subject to change without prior notice and subject to qualification. Sales exclusively by Lenders Realty. License # 01163523

500 more on our website at www.LendersRealtyOnline.com

8475 Avenida Anguila, 34 , Spring Valley



2 bed, 2 bath condo. Must see!

1824-1826 K Ave, National City



2 bed, 2 bath multi family home. Don't miss this!



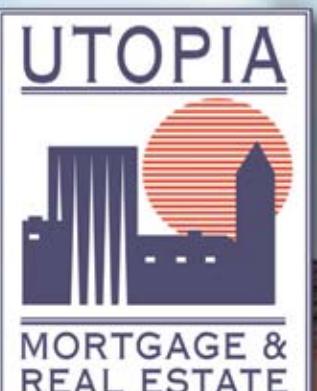
Email: LRBuyers@gmail.com

JUNE 2010 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	SDAR COMMITTEE MEETINGS
"Everyday Heroes" Golf Tournament & Dinner Friday, June 18 Maderas Golf Club More information at www.sdar.com	Jump Start Your Career 1 9:00 a.m.–12:00 p.m. (South County) zipForm® Online Lab 9:00 a.m.–12:00 p.m. (East County) Free Tempo Training (Day 1) 9:15 a.m.–4:30 p.m. (Kearny Mesa)	Warranties & Insurance 2 9:00 a.m.–10:00 a.m. (East County)	Real Estate Professional Assistant (Day 1) 3 9:00 a.m.–4:00 p.m. (South County)	Real Estate Professional Assistant (Day 2) 4 9:00 a.m.–4:00 p.m. (South County) Blogging/Word Press 9:00 a.m.–4:00 p.m. (Kearny Mesa)	One-Day Prep Course 5 8:30 a.m.–5:00 p.m. (Kearny Mesa)		
6 "Real Estate Today" on AM 600 KOGO 9:00 a.m.–10:00 a.m.	New Member Orientation 7 8:30 a.m.–5:00 p.m. (Kearny Mesa)	Short Sales: Legal Pitfalls 8 9:00 a.m.–12:00 p.m. (South County)	Prospecting 9 9:00 a.m.–12:00 p.m. (East County) Open House 12:45 p.m.–3:45 p.m. (East County)	RELAY® Lab 10 9:00 a.m.–12:00 p.m. (Kearny Mesa) Tempo Tips & Tricks 9:00 a.m.–10:00 a.m. (South County) Warranties & Insurance 9:30 a.m.–10:30 a.m. (Coronado)	Facebook 11 9:00 a.m.–4:00 p.m. (Kearny Mesa)	12	
13 "Real Estate Today" on AM 600 KOGO 9:00 a.m.–10:00 a.m.	Accredited Buyer Representative (Day 1) 14 9:00 a.m.–4:00 p.m. (Kearny Mesa) zipForm® Online Lab 9:30 a.m.–12:30 p.m. (Coronado)	Accredited Buyer Representative (Day 2) 15 9:00 a.m.–4:00 p.m. (Kearny Mesa) zipForm® Online Lab 9:00 a.m.–12:00 p.m. (Kearny Mesa) Free Tempo Training (Day 2) 9:15 a.m.–4:30 p.m. (Kearny Mesa) Title & Escrow: Streamlining 10:00 a.m.–12:00 p.m. (East County)	Mini-Extravaganza (Day 1) 16 South County Service Center Agency 8:30 a.m.–11:30 a.m. Ethics 12:15 p.m.–4:15 p.m. e-PRO Free Workshop 1:30 p.m.–3:00 p.m. (Coronado)	New & Improved RPA-CA 17 9:00 a.m.–12:00 p.m. (Kearny Mesa) New & Improved RPA-CA 1:00 p.m.–4:00 p.m. (Coronado)	Mini-Extravaganza (Day 2) 18 (South County Service Center) Trust Fund 8:00 a.m.–1:00 p.m. Fair Housing 11:45 a.m.–2:45 p.m. Risk Management 3:00 p.m.–6:00 p.m. Twitter 9:00 a.m.–4:00 p.m. (Kearny Mesa)	19	
20 "Real Estate Today" on AM 600 KOGO 9:00 a.m.–10:00 a.m.	Seller Representative Specialist (Day 1) 21 9:00 a.m.–4:00 p.m. (South County) How to Survive Changing Market 9:00 a.m.–10:00 a.m. (East County)	Seller Representative Specialist (Day 2) 22 9:00 a.m.–4:00 p.m. (South County)	Tempo Tips & Tricks 23 9:00 a.m.–10:00 a.m. (East County)	Tempo Tips & Tricks 24 9:30 a.m.–11:00 a.m. (Coronado) How to Survive Changing Market 9:00 a.m.–10:00 a.m. (Kearny Mesa)	How to Survive in a Changing Market 25 9:00 a.m.–10:00 a.m. (South County) Video Marketing 9:00 a.m.–4:00 p.m. (Kearny Mesa)	26	
27 "Real Estate Today" on AM 600 KOGO 9:00 a.m.–10:00 a.m.	Senior RE Specialist (Day 1) 28 9:00 a.m.–4:00 p.m. (East County) BlackBerry Seminar 9:00 a.m.–12:00 p.m. (South County) iPhone Seminar 1:00 p.m.–4:00 p.m. (South County)	Senior RE Specialist (Day 2) 29 9:00 a.m.–4:00 p.m. (East County) ABC's of Risk Management 9:30 a.m.–11:30 a.m. (Coronado)	Negotiations 30 9:00 a.m.–1:00 p.m. (Kearny Mesa) VA Seminar for REALTORS® 9:00 a.m.–11:00 a.m. (South County)	JULY 1	2		
	<p>Become a Global Real Estate Professional - CERTIFIED INTERNATIONAL PROPERTY SPECIALIST INSTITUTE June 28 through July 2 at SDAR Kearny Mesa, 8:00 a.m. to 5:00 p.m. For more information visit www.sdar.com or call (858) 715-8040.</p>						

All classes/events subject to change or cancellation.



UTOPIA
MORTGAGE & REAL ESTATE

80% SPLITS

ON REAL ESTATE AND LOANS

BENEFITS:

- No Monthly Fees
- No Franchise Fees
- Work Full or Part time
- We Pay E&O
- Free-Agent Workstations
- Free Use of Conference Rooms
- No Mandatory Meetings or Floor Time
- Do Both Real Estate and Loans

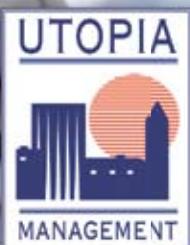
CALL US TODAY FOR MORE INFO OR TO SCHEDULE A CONFIDENTIAL APPOINTMENT

858.751.5700
800.294.4656 x160

Utopia Management our parent company is San Diego's Largest Management Company of Single Family Homes and Condos.

For management services call 858.598.1111

We Pay referral fees to agents referring management clients to us.



16

The San Diego REALTOR®

APRIL 2010